

MONTHLY REPORT
OF DOMESTIC SALES

51851 0170

Addendum to FSC-81-B		6/20/97	
SUBJECT: WINSTON No Bull Launch			
DISTRIBUTION:			
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	<input checked="" type="checkbox"/> DM	
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input checked="" type="checkbox"/> RM	
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	<input type="checkbox"/> Sales Rep	
<input checked="" type="checkbox"/> ROM		<input type="checkbox"/> Retail Rep	

To assist you in your efforts to reduce retail inventory returns on current WINSTON graphics, please note the following revision to our plans:

- Any direct account orders for all WINSTON brand styles pulled and shipped from our public warehouses for a direct account delivery date of 6/24/97 will be all new graphics product. During these inventory adjustments, we do not anticipate major out-of-stocks.

As previously communicated in the WINSTON Launch Fact Book, it is critical that we do not jump the gun on the new box distribution at retail (target date 7/21/97).

Program Contact: Your Area Manager of Operations

R. J. REYNOLDS TOBACCO COMPANY

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